

Message Text

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PAGE 01 ROME 15844 311739Z

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ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 /020 W

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R 311611Z OCT 75

FM AMEMBASSY ROME

TO SECSTATE WASHDC 3949

INFO AMCONSUL FLORENCE

AMEMBASSY ATHENS

AMCONSUL GENOA

AMCONSUL NAPLES

AMCONSUL PALERMO

AMCONSUL ZAGREB

UNCLAS ROME 15844

E.O. 11652: N/A

TAGS: BEXP, IT

SUBJ: U.S. PORT AND SHIPYARD TRADE MISSION IN ITALY

REF : STATE 249095

1. NAPLES REPORTS THAT THERE IS MARKET INTEREST IN PRODUCTS AND SERVICES FOR A) INTEGRATED TRANSPORT PLANNING; B) HARNISCHFEGER; C) MARATHON LETOURNEAU; D) EVERSEAL AND E) DIXIE DREDGE AND, LESS, BUT SOME INTEREST IN DUNBAR-KAPPLE. THE REMAINING COMPANIES WILL PRESENT PROBLEMS IN NAPLES BECAUSE OF LOW LEVEL OF SHIPYARD ACTIVITY. WE PLAN HOWEVER, TO ARRANGE VISIT TO LARGE GOVERNMENT-OWNED SHIPYARD. THEREFORE MISSION MEMBERS PRODUCING PRODUCTS PRIMARILY FOR SHIPYARDS COULD SPEND TIME IN NAPLES WITH SOME PROFIT ALTHOUGH SALES WILL PROBABLY NOT BE HIGH.

2. THE ADVANCE OFFICER SHOULD SCHEDULE TWO DAYS IN NAPLES.

3. IN ADDITION TO THE MISSION DIRECTOR SUITE, NAPLES HAS RESERVED 13 SINGLES (ONE FOR ADVANCE MAN) FOR FEBRUARY 15 AND 12 SINGLES FOR FEBRUARY 16 AT HOTEL VESUVIO. THERE IS ONE DAILY FLIGHT FROM NAPLES (DEPARTING 16:35) TO GENOA (ARRIVING 17:50). WE PROPOSE THAT MISSION

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DEPART NAPLES FOR GENOA ABOARD THIS FLIGHT ON FEBRUARY 17.

4. GENOA CONFIRMS MARKET INTEREST FOR ALL FIRMS EXCEPT DIXIE DREDGE (SLIGHT INTEREST) AND DELTA CREOSOTING (NO INTEREST).
5. GENOA HAS RESERVED SUITE AND 12 SINGLES AT HOTEL COLUMBIA EXCELSIOR FOR NIGHTS FEBRUARY 17-20, ON ASSUMPTION MISSION WILL TRAVEL ON SATURDAY, FEBRUARY 21.
6. GENOA REQUESTS ADVANCEMAN FOR THREE DAYS.
7. PLEASE CONFIRM DATES AND HOTEL RESERVATIONS.
8. IN ORDER TO SAVE MONEY AND TIME, WE PLAN TO PRINT SINGLE BROCHURE FOR NAPLES AND GENOA IN ROME. PLEASE INDICATE IF THIS IS ACCEPTABLE. IF SO, BECAUSE OF UNCERTAINTY OF LABOR SITUATION, ROME REQUIRES BROCHURE MATERIAL NOT LATER THAN FIRST WEEK IN JANUARY TO ASSURE MAILING DEADLINES ARE MET.VOLPE

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